

## Message Text

CONFIDENTIAL

PAGE 01 BONN 05278 251505Z  
ACTION SS-25

INFO OCT-01 ISO-00 SSO-00 /026 W  
-----260430Z 103199 /66

R 251458Z MAR 77  
FM AMEMBASSY BONN  
TO SECSTATE WASHDC 6812  
INFO USMISSION USBERLIN  
AMEMBASSY LONDON  
AMEMBASSY PARIS

C O N F I D E N T I A L BONN 05278

EXDIS

E.O. 11652: GDS  
TAGS: EAIR, PFOR, PGOV, WB, GW, UK, FR, US  
SUBJECT: CIVAIR: PAN-AM, BRITISH AIRWAYS FARE INCREASE  
PROPOSAL

REF: A. USBER 815 B. BONN 5082

1. IN COURSE OF FAREWELL CALL ON THE AMBASSADOR BY  
PAN AM MANAGER FOR GERMANY CHARLES RUNNETTE ACCOMPANIED  
BY HIS SUCCESSOR ANTHONY BERNACCHIA, PAN AM REPS WERE  
ASKED THE STATUS OF THEIR UNDERTAKING TO PROVIDE  
PERFORMANCE STATISTICS TO THE CIVIL AIR ATTACHE'S FOR  
TURNING OVER TO THE FRG. IT WAS EMPHASIZED THAT  
IT WAS ESSENTIAL THAT THE FIGURES BE FURNISHED UN-  
ENCUMBERED BY A FARE INCREASE PROPOSAL. RUNNETTE  
ANSWERED THAT PAN AM WAS STILL WORKING ON THE MATTER.  
HE ADDED THAT PAN AM PROBABLY WOULD BE SEEKING A FARE  
INCREASE ON THE BASIS OF 1976 PERFORMANCE FIGURES.  
RUNNETTE SAID AN INCREASE WOULD BE FULLY JUSTIFIED  
AND CITED RECENT FARE INCREASES IN OTHER AREAS,  
SUCH AS TRANS-ATLANTIC FLIGHTS. HE INDICATED HIS  
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UNDERSTANDING THAT LUFTHANSA WOULD ANNOUNCE FARE  
INCREASES SOON AND THAT THE PAN AM INCREASE WOULD  
COME AFTER THIS ANNOUNCEMENT.

2. REGARDING REF A, STOBBE'S REMARKS PROBABLY ARE A  
GOOD REFLECTION OF THE ATTITUDE OF FEDERAL MINISTRY OF  
TRANSPORT OFFICIALS AND BERLIN MEMBERS OF BCATAG. THEY

ARE ALSO A GOOD ILLUSTRATION OF THE INHERENT PROBLEM OF BCATAG WHICH IS AN ADVISORY AND NOT A CONSULTATIVE BODY. EMBASSY BELIEVES IT IS ESSENTIAL TO MAINTAIN THIS DISTINCTION. IN THE CASE OF FARE INCREASE PROPOSALS THIS HAS MEANT IN PRACTICE THAT THE GERMAN MEMBERS OF BCATAG ADVISE AGAINST APPROVAL OF FARE INCREASES OR AT LEAST IN FAVOR OF A SMALLER INCREASE. THE ALLIES, HAVING DETERMINED BEFORE ANY PRESENTATION IS MADE TO A BCATAG MEETING THAT A FARE INCREASE IS JUSTIFIED, THEN PROCEED TO APPROVE THE INCREASE, ALBEIT AFTER A MAXIMUM EFFORT TO CONVINCE THE GERMAN SIDE THAT THE INCREASE IS NECESSARY.

3. THIS PROCESS UNDERSTANDABLY IS FRUSTRATING TO GERMANS, BUT SEEMS UNAVOIDABLE. GIVEN THIS, WE CONSIDER IT ALL THE MORE IMPORTANT TO AVOID GIVING GENUINE REASONS FOR RESENTMENT, SUCH AS FAILING TO DELIVER ON A PROMISE TO PROVIDE PERFORMANCE DATA. STOESSEL

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## Message Attributes

**Automatic Decaptioning:** Z  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** CIVIL AVIATION, AIR FARES, SUPPLEMENTAL AIRLINES, NEGOTIATIONS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 25-Mar-1977 12:00:00 am  
**Decaption Date:** 22 May 2009  
**Decaption Note:** 25 YEAR REVIEW  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 22 May 2009  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977BONN05278  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** GS  
**Errors:** N/A  
**Expiration:**  
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**Office:** ACTION SS  
**Original Classification:** CONFIDENTIAL  
**Original Handling Restrictions:** EXDIS  
**Original Previous Classification:** n/a  
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**Previous Handling Restrictions:** EXDIS  
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**Review Media Identifier:**  
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**Review Withdrawn Fields:** n/a  
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**Subject:** CIVAIR: PAN-AM, BRITISH AIRWAYS FARE INCREASE PROPOSAL  
**TAGS:** EAIR, PFOR, PGOV, WB, GE, UK, FR, US, PANAM, BRITISH AIRWAYS  
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**Review Markings:**  
Margaret P. Grafeld  
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